

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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January 2022 Single-Family Sales Report Pioneer Valley sales down 11.7% · Median price up 9.8%

PIONEER VALLEY

Sales down 11.7%

Median Price up 9.8%

	2021	2022
Closed Sales (units)	409	361
Median Sales (price)	\$255,000	\$280,000

FRANKLIN COUNTY

Sales down 14.6%

Median Price up 30.3%

	2021	2022
Closed Sales (units)	48	41
Median Sales (price)	\$268,500	\$349,900

HAMPDEN COUNTY

Sales down 16.1%

Median Price up 6.3%

	2021	2022
Closed Sales (units)	280	235
Median Sales (price)	\$239,950	\$255,000

HAMPSHIRE COUNTY

Sales up 7.4%

Median Price up 9.9%

	2021	2022
Closed Sales (units)	81	87
Median Sales (price)	\$332,000	\$365,000

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About the REALTOR® Association of Pioneer Valley:

Organized in 1915, the REALTOR® Association of Pioneer Valley is a professional trade organization with more than 1,800 members. The term REALTOR® is registered as the exclusive designation of members of the National Association of REALTORS® who subscribe to a strict code of ethics and enjoy continuing education programs.

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January 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 11.7 percent from 409 in January 2021 to 361 in January 2022.
- **Median Price** - up 9.8 percent from \$255,000 in January 2021 to \$280,000 in January 2022.
- **Inventory of Available Property** - down 44.9 percent from 604 homes for sale in January 2021 to 333 homes for sale in January 2022.
- **Days on the Market** – down 29.0 percent from 50 average number of days on the market in January 2021 to 36 average number of days on the market in January 2022.
- **Pending Sales (under agreement to sell)** – down 13.5 percent from 399 listings pending sale in January 2021 to 345 listings pending sale in January 2022.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.45 percent with an average 0.7 points for the week ending 1/31/2022. Last year at this time the 30-year FRM averaged 2.74 percent with an average 0.7 points. (Source: www.FreddieMac.com)

Editors and reporters: Please note that the term Realtor® is properly spelled with an initial capital "R", per the Associated Press Stylebook, or spelled in all capital letters and is a registered trademark of the National Association of REALTORS®.

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Local Market Update – January 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 7.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.3%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 46.5%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	399	345	- 13.5%	399	345	- 13.5%
Closed Sales	409	361	- 11.7%	409	361	- 11.7%
Median Sales Price*	\$255,000	\$280,000	+ 9.8%	\$255,000	\$280,000	+ 9.8%
Inventory of Homes for Sale	604	333	- 44.9%	--	--	--
Months Supply of Inventory	1.2	0.7	- 44.6%	--	--	--
Cumulative Days on Market Until Sale	50	36	- 29.0%	50	36	- 29.0%
Percent of Original List Price Received*	98.9%	100.9%	+ 2.0%	98.9%	100.9%	+ 2.0%
New Listings	386	326	- 15.5%	386	326	- 15.5%

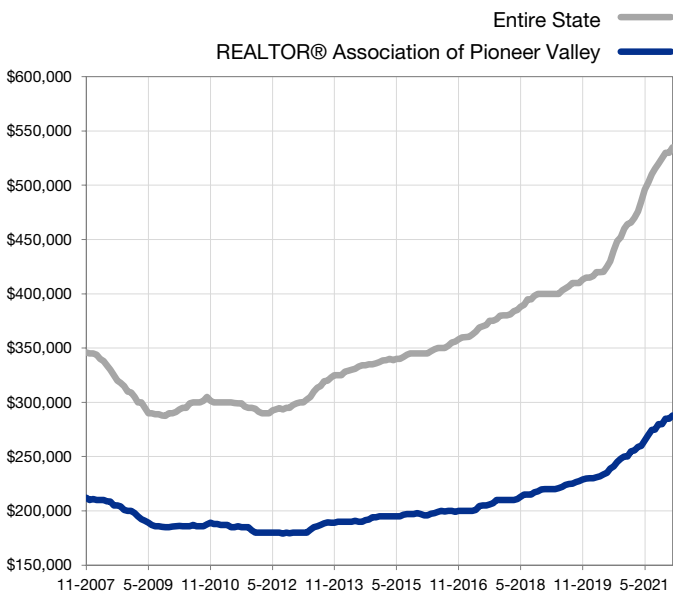
Condominium Properties

	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	62	65	+ 4.8%	62	65	+ 4.8%
Closed Sales	53	65	+ 22.6%	53	65	+ 22.6%
Median Sales Price*	\$149,500	\$235,000	+ 57.2%	\$149,500	\$235,000	+ 57.2%
Inventory of Homes for Sale	115	52	- 54.8%	--	--	--
Months Supply of Inventory	1.7	0.6	- 64.1%	--	--	--
Cumulative Days on Market Until Sale	43	33	- 23.9%	43	33	- 23.9%
Percent of Original List Price Received*	98.7%	101.7%	+ 3.1%	98.7%	101.7%	+ 3.1%
New Listings	76	59	- 22.4%	76	59	- 22.4%

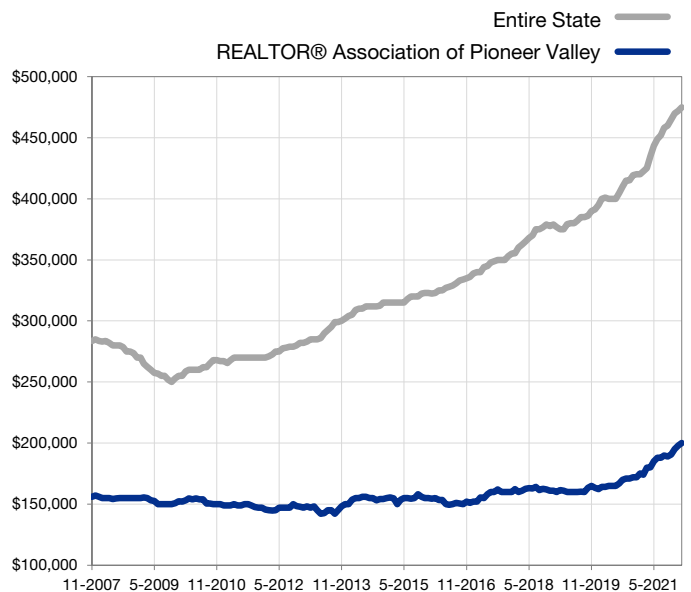
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – January 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	31	26	- 16.1%	31	26	- 16.1%
Closed Sales	48	41	- 14.6%	48	41	- 14.6%
Median Sales Price*	\$268,500	\$349,900	+ 30.3%	\$268,500	\$349,900	+ 30.3%
Inventory of Homes for Sale	78	46	- 41.0%	--	--	--
Months Supply of Inventory	1.4	0.9	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	47	44	- 6.4%	47	44	- 6.4%
Percent of Original List Price Received*	96.9%	101.4%	+ 4.6%	96.9%	101.4%	+ 4.6%
New Listings	36	30	- 16.7%	36	30	- 16.7%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

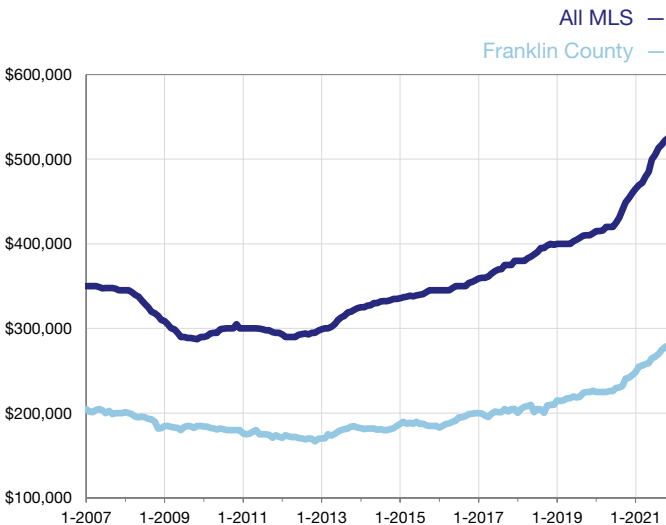
Condominium Properties

Key Metrics	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	0	3	--	0	3	--
Median Sales Price*	\$0	\$249,900	--	\$0	\$249,900	--
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--
Cumulative Days on Market Until Sale	0	26	--	0	26	--
Percent of Original List Price Received*	0.0%	98.7%	--	0.0%	98.7%	--
New Listings	1	4	+ 300.0%	1	4	+ 300.0%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

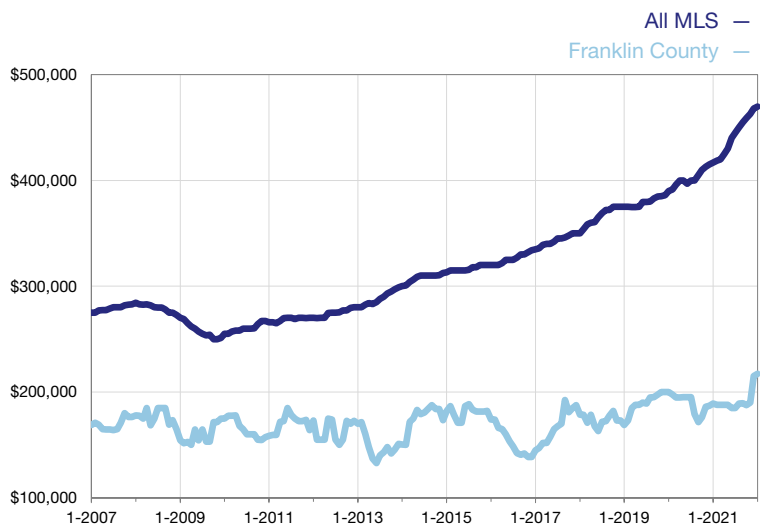
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – January 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	298	254	- 14.8%	298	254	- 14.8%
Closed Sales	280	235	- 16.1%	280	235	- 16.1%
Median Sales Price*	\$239,950	\$255,000	+ 6.3%	\$239,950	\$255,000	+ 6.3%
Inventory of Homes for Sale	373	223	- 40.2%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	46	31	- 32.6%	46	31	- 32.6%
Percent of Original List Price Received*	99.5%	100.6%	+ 1.1%	99.5%	100.6%	+ 1.1%
New Listings	280	237	- 15.4%	280	237	- 15.4%

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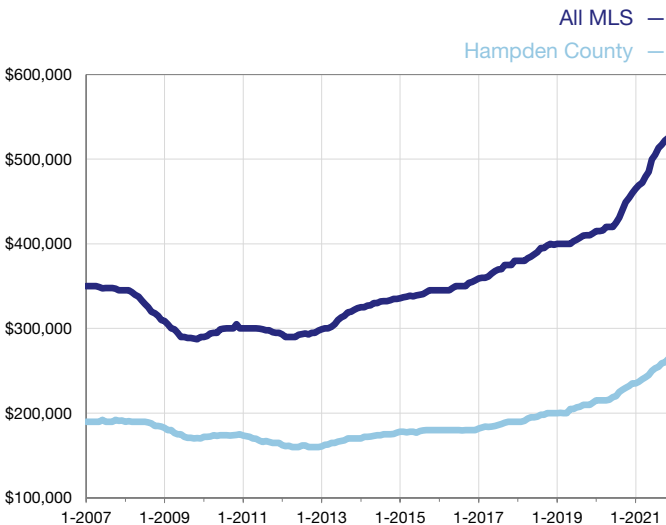
Condominium Properties

Key Metrics	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	44	48	+ 9.1%	44	48	+ 9.1%
Closed Sales	38	45	+ 18.4%	38	45	+ 18.4%
Median Sales Price*	\$138,000	\$194,000	+ 40.6%	\$138,000	\$194,000	+ 40.6%
Inventory of Homes for Sale	58	36	- 37.9%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	37	20	- 45.9%	37	20	- 45.9%
Percent of Original List Price Received*	98.8%	102.0%	+ 3.2%	98.8%	102.0%	+ 3.2%
New Listings	50	42	- 16.0%	50	42	- 16.0%

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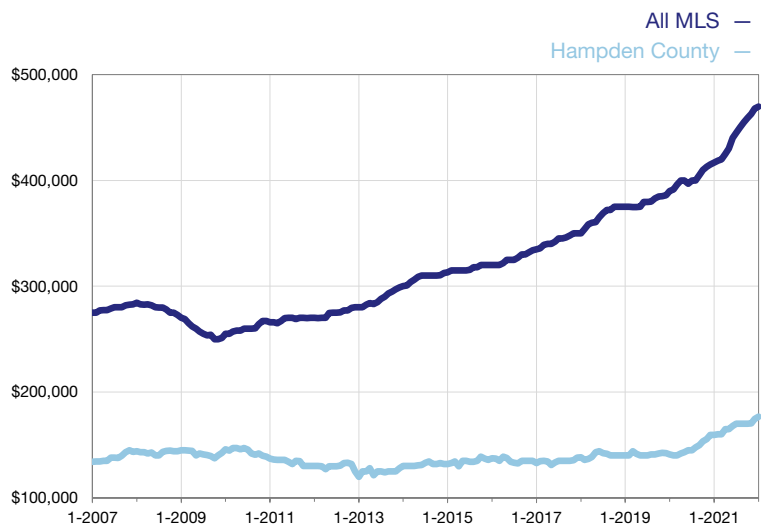
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – January 2022

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Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	70	71	+ 1.4%	70	71	+ 1.4%
Closed Sales	81	87	+ 7.4%	81	87	+ 7.4%
Median Sales Price*	\$332,000	\$365,000	+ 9.9%	\$332,000	\$365,000	+ 9.9%
Inventory of Homes for Sale	154	67	- 56.5%	--	--	--
Months Supply of Inventory	1.5	0.6	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	65	42	- 35.4%	65	42	- 35.4%
Percent of Original List Price Received*	98.2%	101.8%	+ 3.7%	98.2%	101.8%	+ 3.7%
New Listings	73	67	- 8.2%	73	67	- 8.2%

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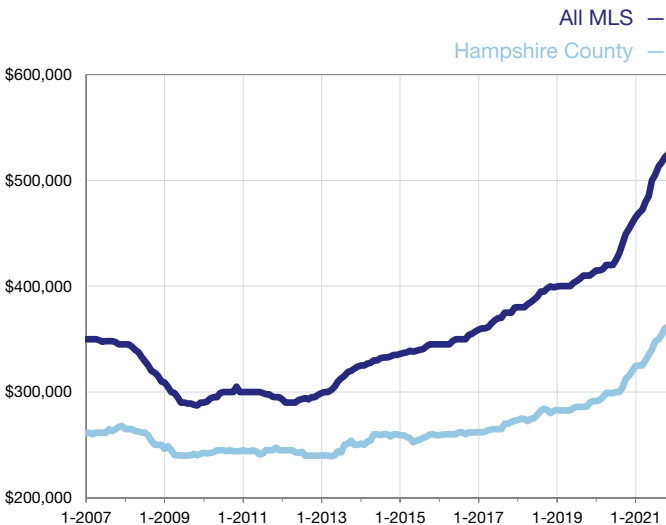
Condominium Properties

Key Metrics	January			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	17	15	- 11.8%	17	15	- 11.8%
Closed Sales	15	17	+ 13.3%	15	17	+ 13.3%
Median Sales Price*	\$257,500	\$271,000	+ 5.2%	\$257,500	\$271,000	+ 5.2%
Inventory of Homes for Sale	54	13	- 75.9%	--	--	--
Months Supply of Inventory	2.6	0.5	- 80.8%	--	--	--
Cumulative Days on Market Until Sale	59	68	+ 15.3%	59	68	+ 15.3%
Percent of Original List Price Received*	98.4%	101.4%	+ 3.0%	98.4%	101.4%	+ 3.0%
New Listings	25	13	- 48.0%	25	13	- 48.0%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

